



# Benson Onchiri

Salesman

## CONTACT ME

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 +971562646031  
 Industrial Area,17, Sharjah

## EDUCATION

**International Sales & Marketing degree**  
**IBA university (Kolding Denmark)**  
2017-2019

**AP Degree in Logistics Management**  
**Erhvervsakademiet Lillebælt university Denm**  
2015-2017

**Diploma in Disaster management**  
**Zetech University**  
2006 - 2007

## SKILLS

- Sales skills
- Negotiating skills
- Microsoft office suit
- Excel
- Driving

## WORK EXPERIENCE

**Marchendiser** 2022-date

**Dubai Refreshment (Pepsi)**

- help Dubai refreshment optimize their sales and profits by ensuring all my designated stores are stocked with the right products in the right quantities, Collaborating with all my departments heads to ensure proper execution of plans.
- Creating and organizing promotions and advertising campaigns.
- Managing the educational materials for training employees.
- Managing layout plans my customers and maintain inventory of products.

**Salesman** 2019-2022

**Coca Cola(carlsberg ) Denmark**

Generating sales leads, meeting and exceeding sales goals, negotiating contracts with prospective clients, helping determine pricing schedules for quotes, promotions and negotiations, preparing weekly and monthly reports, giving sales presentations to a range of prospective clients, promoting the company and finally maintaining clients records.

**Logistics Assistant** 2018-2019

**DHL Denmark**

Organising goods dispatch, confirming of orders, attending to customer complaints, generating staff schedules, writing weekly reports, supervising of the warehouse staffs and sorting packages.

**Salesman** 2009-2011

**French Departmental stores Dubai**

## REFERENCES

**Emanuel Okicha**

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**Maria Beyer**

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